

# List of Publications

## Publications in refereed academic journals

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### Forthcoming

[36] "Skill Heterogeneity in Startups and its Development Over Time", forthcoming in *Small Business Economics* (with B. Müller).

### 2015

[35] "Does the Mobility of R&D Labor Increase Innovation?," *Journal of Economic Behavior & Organization* 110, 91–105 (with H.C. Kongsted and T. Rønne).

### 2014

[34] "Regulation of Pharmaceutical Prices: Evidence from a Reference Price Reform in Denmark", *Journal of Health Economics* 36, 174-187 (with S. Méndez, T. Rønne and H. Ullrich).

[33] "Targeted Advertising in Magazine Markets and the Advent of the Internet", *Management Science* 60(7), 1829-1843 (with A. Chandra).

### 2012

[32] "Do Magazines' "Companion Websites" Cannibalize the Demand for the Print Version?," *Journal of Media Economics* 25, 184-197 (lead article, with H.C. Kongsted).

[31] "Long-Run Effects of Public-Private Research Joint Ventures: The Case of the Danish Innovation Consortia Support Scheme", *Research Policy* 41(5), 913–927 (with J.M. Kuhn).

### 2011

[30] "Is Self-Employment Always a Bad Experience?," *Journal of Business Venturing* 26(5), 572-588 (with N. Malchow-Møller).

### 2010

[29] "Balancing Internal and External Knowledge Acquisition: The Gains and Pains from R&D Outsourcing", *Journal of Management Studies* 47(8), 1483-1509 (with C. Grimpe).

### 2009

[28] "Patents and profit Rates", *Economics Letters* 104, 79-80.

[27] "Do media consumers really dislike advertising? An empirical assessment of the role of advertising in print media markets", *International Journal of Industrial Organization* 27(2), 292-301 (with M. Song).

[26] "Exports and Productivity: Comparable Evidence for 14 Countries", *Review of World Economics* 133, 134- 157 (with R. Álvarez, M. Andersson, F. Bellone, L. Brandt, D. Castellani, J.P. Damijan, J.C. Fariñas, A.M. Fernandes, H. Fryges, H. Görg, D. Greenaway, S. Haller, A. Isgut, L. Jabbour, P. Jaramillo, S. Johansson, R. Jørgensen, R. Kneller, C. Kostevc, R.A. López, J.A. Máñez, A. Martin, P. Musso, M. Muuls, L. Nesta, L. Pertl, M. Pisu, S. Polanec, M.E. Rochina, F. Ruane, J.A. Sanchis, S. Schiavo, F. Serti, C. Tomasi, J. Van Biesebroeck, J. Wagner, A. Zanfei, Y. Zhang).

### 2008

[25] "Neue Möglichkeiten zur Nutzung vertraulicher amtlicher Personen- und Firmendaten," *Perspektiven der Wirtschaftspolitik* 9(3), 329-349 (with J. Wagner).

- [24] “True versus spurious state dependence in firm performance: The case of West German exports”, *Empirical Economics* 35, 207-228 (lead article, with H. C. Kongsted).

## 2006

- [23] "Anmerkungen zur ökonomischen Bewertung von Fusionen auf dem Printmedienmarkt", *Perspektiven der Wirtschaftspolitik* 7(3), 335-354 (with R. Dewenter).
- [22] "Private R&D and Public R&D subsidies: Microeconomic Evidence from Denmark", *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 144(1), 1-17.
- [21] "B2B or Not to Be: Does B2B E-Commerce Increase Labour Productivity?", *International Journal of the Economics of Business*, 13(3), 387-405 (with I. Bertschek and H. Fryges).
- [20] "Price structure in two-sided markets: Evidence from the magazine industry", *International Journal of Industrial Organization* 24(1), 1-28 (lead article, with J. Wright).
- [19] "Magazines and their Companion Websites: Competing Outlet Channels?", *Review of Marketing Science* 4(3); <http://www.bepress.com/romsjournal/vol4/iss1/art3>.

## 2005

- [18] „Fusionen auf dem Printmedienmarkt aus wirtschaftstheoretischer Sicht“, *Vierteljahreshefte zur Wirtschaftsforschung* 74(3), 51-63 (with R. Dewenter).
- [17] "A Danish view on software-related patents", *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 142(3), 301-313 (with T. Rønde).
- [16] "A Microeconomic Note on Product Innovation and Product Innovation Advertising", *Economics of Innovation and New Technology* 14(7), 573-582.
- [15] "Strategic Complementarities Between Different Types of ICT-expenditures", *Problems and Perspectives in Management* 3 (1), 72-81.

## 2004

- [14] "The Performance of German Firms in the Business-Related Service Sectors", *Journal of Business & Economic Statistics* 22 (3), 274-295 (with P.N. Van and F. Laisney).
- [13] "Productivity Effects of Organizational Change: Microeconomic Evidence", *Management Science* 50(3), 394-404 (with I. Bertschek).

## 2003

- [12] "Simple Econometric Methods for the Measurement of Credit Risk: Logit- and Probit Models" (in German, original title: "Einfache ökonomische Verfahren für die Kreditrisikomessung: Logit- und Probit-Modelle"), *Zeitschrift für Betriebswirtschaftliche Forschung* 55, 773-822 (with A. Szczesny).
- [11] "The Impact of Skill Structure, Training and Firm Size on Firms' IT-Outsourcing Activities" (in German, original title: "Die Wirkung von Qualifikationsstruktur, Weiterbildung und Unternehmensgröße auf das Outsourcing von IT-Dienstleistungen"), *Zeitschrift für Betriebswirtschaft* 4/2003, 137-163 (with J. Henkel).

## 2002

- [10] "An Empirical Test of Models Explaining Research Expenditures and Research Cooperation", *International Journal of Industrial Organization* 20(6), 747-774 (lead article).
- [9] "R&D with Spillovers and Endogenous Absorptive Capacity", *Journal of Institutional and Theoretical Economics*, 158(2), 286-303.
- [8] "Measuring Knowledge Spillovers in Manufacturing and Services: An Empirical Assessment of Alternative Approaches", *Research Policy* 31(1), 129-149.

## 2001

- [7] "Wage Agreements and Work Time Flexibility: Empirical Evidence for German Business-related Services", *LABOUR: Review of Labour Economics and Industrial Relations* 15(2), 317-341 (with F. Pfeiffer).
- [6] "The Impact of Foreign Competition and New Technologies on the Demand for Heterogeneous Labor: Empirical Evidence from the German Business-Related Services Sector", *Review of Industrial Organization* 19 (1), 109-120.

## 2000

- [5] "A Note on the Calculation of Firm-Specific and Skill-Specific Labor Cost from Firm-Level Data", *Jahrbücher für Nationalökonomie und Statistik/Journal of Economics and Statistics* 220/5, 541-551.
- [4] "New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services", *Economics of Innovation and New Technology* 9(5), 465-484.
- [3] "On the Lead/Lag Relationship between Manufacturing and Services in the Business Cycle", *ifo-studies (now CESifo studies)* 2/2000, 161-176 (with K. Voß).

## 1999

- [2] "The Impact of Economic Policy Events on Firms' Expectations Regarding the EU's Starting Date" (in German, original title "Die Wirkung wirtschaftspolitischer Ereignisse auf Erwartungen über den Starttermin der Europäischen Währungsunion"), *ifo-studies (now CESifo studies)* 2/1998, 103-120.
- [1] "New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services", *Economics of Innovation and New Technology* 9(5), 465-484.

## Submitted paper

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### 2014

"Team Heterogeneity in Startups and its Development over Time", IZA Discussion Paper No. 7284 (with B. Müller).

## Paper under revision

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### 2014

"The role of public researcher mobility for industrial innovations", revised version of IZA Discussion Paper 7470 (with A.K. Ejsing, H.C. Kongsted and K. Laursen).

## Close to submission

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### 2014

"The role of public researcher mobility for industrial innovations", revised version of IZA Discussion Paper 7470 (with A.K. Ejsing, H.C. Kongsted and K. Laursen).

## Publications in academic journals – editor-refereed

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### 2003

- [4] “Denmark in the Knowledge Society – Challenges for Research and Education Policy” (in Danish, original title “Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken”), *Samfundsøkonomen* 7/2003, 4-11 (with S.E. Hougaard Jensen, N. Malchow-Møller, J.R. Skaksen and A. Sørensen).

### 2001

- [3] “The ZEW/Creditreform Quarterly Business Survey”, *Schmollers Jahrbuch: Zeitschrift für Wirtschafts- und Sozialwissenschaften/Journal of Applied Social Science Studies* 122(2), 319-326.

### 1999

- [2] “The Impact of the Introduction of the Euro on Firms’ Expectations Concerning Export Behavior, Product Innovation and Foreign Competition”, *intereconomics* 34(3), 107-115 (with C. Stirböck).
- [1] “Die ZEW/Creditreform Konjunkturumfrage bei Unternehmensnahen Dienstleistern”, *Allgemeines Statistisches Archiv* 83, 447-451.

## Monographs

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### 2003

- [2] “Denmark in the Knowledge Society – Challenges for Research and Education Policy” (in Danish, original title “Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken”), DJØF Publishing Copenhagen (with Svend E. Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).

### 2002

- [1] “Innovation, Employment, and Firm Performance in the German Service Sector”, Centre for European Economic Research Economic Studies/ZEW Economic Studies, Bd. 16, Springer/Physica Verlag, Heidelberg/New York.

## Publications in collected volumes

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### 2010

- [7] “Regulatorische Reform und Pharmapreise: Ergebnisse aus Dänemark”, in H.-J. Ramser and M. Stadler (Eds), *Marktmacht*, 265-282 (with S. Méndez and T. Rønne).

### 2003

- [6] “Quantification of Qualitative Data Using Ordered Probit Models with an Application to a Business Survey in the German Service Sector, in G. Poser (Ed.), *Economic Surveys and Data Analysis: CIRET Conference Proceedings*, OECD, Paris, 325 – 346 (with A. Spitz).

### 2002

- [5] “Logit- und Probit-Modelle für Kreditrisiken”, in: M. Schroeder, *Finanzmarkt-Ökonometrie – Grundlagen, fortgeschrittene Verfahren, Prognosemodelle*, Schaeffer-Poeschel Verlag, Stuttgart (with A. Szczesny).

## 2001

- [4] "IKT-Einsatz, Arbeitsplatzreorganisation und Produktivität: Empirische Evidenz für unternehmensnahe Dienstleister", in: L. Bellmann and A. Kölling (Eds.), Betrieblicher Wandel und Fachkräftemangel, Beiträge zur Arbeitsmarkt- und Berufsforschung 257, Bundesanstalt für Arbeit, Nürnberg (with I. Bertschek).
- [3] "Einfache ökonomische Modelle für die Kreditrisikomessung", in: A. Szczesny (Ed.), Kreditrisikomessung und Kreditrisikomanagement, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden (with A. Szczesny).
- [2] "Produktivitätseffekte organisatorischer Veränderungen", in: U. Backes-Gellner, M. Kräkel, J. Sadowski, J. Mure, Entlohnung, Arbeitsorganisation und personalpolitische Regulierung, Beiträge zum Köln-Bonner Kolloquium zur Personalökonomie, Rainer Hampp Verlag, Düsseldorf, 73-85. (with I. Bertschek).

## 2000

- [1] "Tarifverträge und Beschäftigungspolitik in Dienstleistungsunternehmen", in: U. Backes-Gellner, M. Kräkel, B. Schauenberger and G. Steiner, Flexibilisierungstendenzen in der betrieblichen Personalpolitik - Anreize, Arbeitszeiten und Qualifikation, Rainer Hampp Verlag, Düsseldorf, 233-256 (with F. Pfeiffer).

## Invited seminar presentations

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Aarhus Business School, Copenhagen Business School, ETH Zurich, Free University of Brussels, Harvard University, Humboldt University Berlin, KU Leuven, LMU München, National Bureau of Economic Research, Technical University of Berlin, Université Louis Pasteur, University of Aarhus, University of Basel, University of Copenhagen, University of Essen, University of Frankfurt, University of Maastricht, University of Mannheim, Ludwig-Maximilians University of Munich, University of Montreal, WHU Vallendar, Wissenschaftszentrum Berlin für Sozialforschung.

## Conference presentations — practitioner

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- "Designing reference price systems", International Society for Pharmacoeconomists and Outcomes Research, Berlin, Nov. 6, 2012
- „Warum kostet ein Gegenstand so viel wie er kostet?“, Kinderuniversität Zürich (Children's university), Zurich, March 28, 2011.
- "Software patents", the annual conference of the "Nordisk Immaterialret" Association (NIR), Copenhagen, March 16, 2007.
- "Business Trends in IT-services", Association of IT Managers (Bundesverband Bürokommunikation), Frankfurt; Dec. 9, 1998.
- "Business-related Services: Overall Economic Importance and Statistical Recording", German Industry Association (Bund Deutscher Industrie), Cologne; March 26, 1998.

## Selected publications in newspapers and magazines

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See <http://www.isu.uzh.ch/entrepreneurship/mediamentionings.html> for recent media mentionings.

### *Press mentionings*

On the relationship between private and public research

- [8] "Forskning: Danske virksomheder bruger ikke offentlig forskning", Jyllands-Posten, August 21, 2006, Erhverv og Økonomi, p. 8.

On the economic value of Danish patents

- [7] "Danske virksomheder får en høj bonus af patenter", Børsen Jan. 31, 2006, Børsen IT Innovation, p. 1-3; link
- [6] "Værdier i patenter", Politiken 1. februar 2006, 1. sektion, p. 10
- [5] "Danske patenter er guld værd", Fyens Stiftstidende, Feb. 1., 2006
- [4] On patents as a basis for startups (in Danish): "Patenter er grundlag for nye virksomheder", Børsen, Jan. 31, 2006, p. 3, Børsen IT Innovation.
- [3] On German university policy: "Manifest Pro Science", Handelsblatt Karriere Oct. 2005.
- [2] On software patents: "Softwarepatent skader dansk økonomi", Børsen, Feb. 18, 2005.
- [1] "Softwarepatent skader SMV'er", Erhvervsbladet, March 8, 2005.

### *Press mentionings in relation to the "Grundfos prize 2003"*

- Jyllands Posten, May 20, 2003
- Børsen, May 20, 2003
- De Bergske, May 20, 2003
- Fyens Stiftstidende, May 20, 2003
- Vejle Amts Folkeblad, May 20, 2003

### *Letters to the editor*

- [12] "Kvinder", weekendavisen, 22. december 2006.
- [11] "Ud med forskning", weekendavisen, Sept. 22, 2006, 1. sektion, p. 13.
- [10] On the Danish railway system: "Udskift togbanden", Berlingske Tidende August 7, 2006, 2 sektion, magasin, p. 10.
- [9] On the Danish railway system: "DSBs fornemmelse for vejr", Berlingske Tidende June 15, 2006; reply by Claes Kastholm Hansen, Berlingske Tidende June 17, 2006.
- [8] On high prices for car insurance: "Bilforsikrings-vrøvl", Berlingske Tidende May 28, 2006.
- [7] On the Danish governments plans to merge universities: "Topklasse", weekend avisen, April 21, 2006.
- [6] On the European service directive: "Liberaliseringsfobi" (in Danish), Politiken, Feb. 17, 2006.
- [5] On the Danish "kulturkanon": "Brændte grillpølser i madkanonen" (in Danish), information, Feb. 16, 2006.
- [4] On the planned merger between CBS, DTU and Risø: "Elitefusionen" (in Danish), Politiken, Jan. 3, 2006.
- [3] On the weird Danish grade point system: "Underligt karaktersystem" (in Danish), Berlingske Tidende Dec. 17, 2005.
- [2] On taxation: "Spild af gode akademikerkræfter", Berlingske Tidende Oct. 24, 2005. reply by Claes Kastholm Hansen, Berlingske Tidende Oct. 27, 2005.
- [1] On immigration: "Et- og fler-sprogede", Information, Oct. 22, 2005.

*Own independent contributions*

- [17] Udfordringer for forskningspolitikken, kronik, Jyllands-Posten, May 20, 2003 (in Danish, joint with Svend Erik Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).
- [16] Werbeagenturen erhalten Impulse durch Liberalisierung, Handelsblatt; Feb. 7, 2000.
- [15] Unternehmensnahe Dienstleister im Aufwind, management berater; Feb. 2000.
- [14] Unternehmensberater warten auf Impulse, Handelsblatt; Sep. 27, 1999.
- [13] Viele Dienstleister sind nicht tarifgebunden, Handelsblatt; July 26, 1999.
- [12] Werbewirtschaft befindet sich im Aufwind, Handelsblatt; July 23/24, 1999.
- [11] EDV-Dienstleister bleiben optimistisch, Handelsblatt; May 11, 1999.
- [10] Aussichten unternehmensnahe Dienstleister, management berater; March 1999 (joint with K. Voß).
- [9] Abfallwirtschaft ohne Impulse, Handelsblatt; Feb. 16, 1999.
- [8] Unternehmensnahe Dienstleister: Keine weitere konjunkturelle Verbesserung, management berater; Dec. 1998 (joint with K. Voß).
- [7] Weniger Schwung bei Spediteuren, Handelsblatt; Dec. 8, 1998.
- [6] Fahrzeug- und Maschinenvermieter mit anhaltendem Wachstum, Handelsblatt; July 29, 1998.
- [5] Die Werbewirtschaft spürt eine frische Brise, Handelsblatt; June 12/13, 1998.
- [4] Unternehmensnahe Dienstleister: Zwischengas, management berater; June 1998 (joint with K. Voß).
- [3] Architekten leiden unter der Bauflaute, Handelsblatt; April 14, 1998.
- [2] Steuer- und Unternehmensberater im konjunkturellen Hoch, Handelsblatt; Nov. 11, 1997.
- [1] EDV-Dienstleister in konjunktureller Hochstimmung, Handelsblatt; July 31, 1997.